

Figure 1

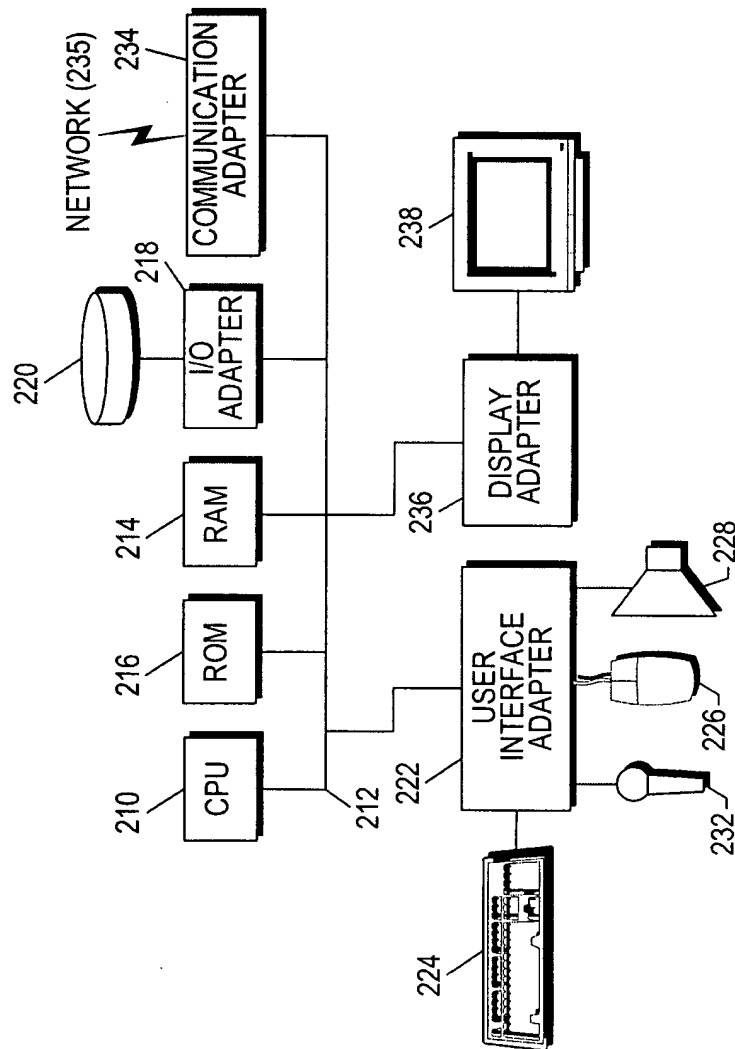


Figure 2

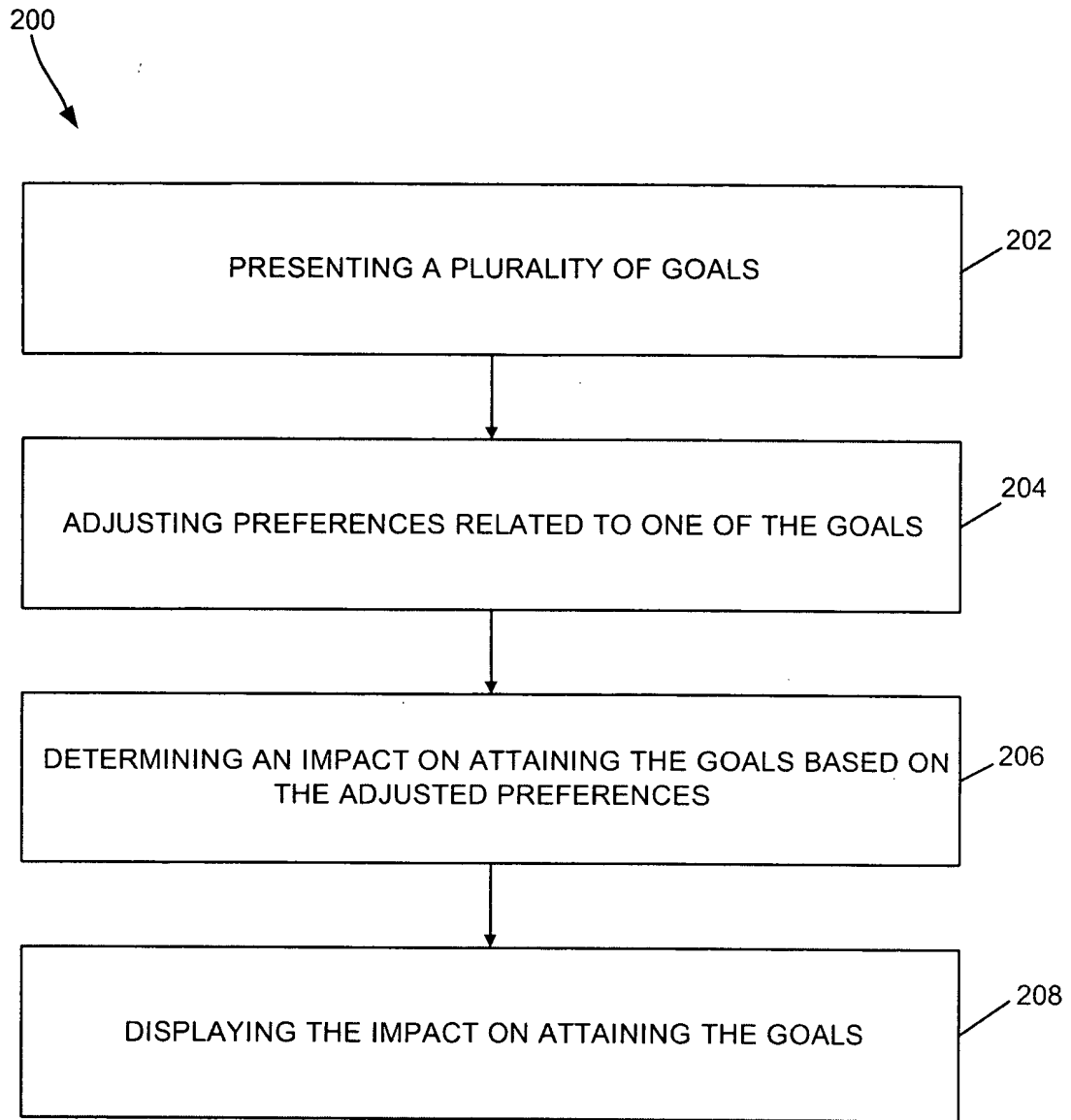


Figure 2A

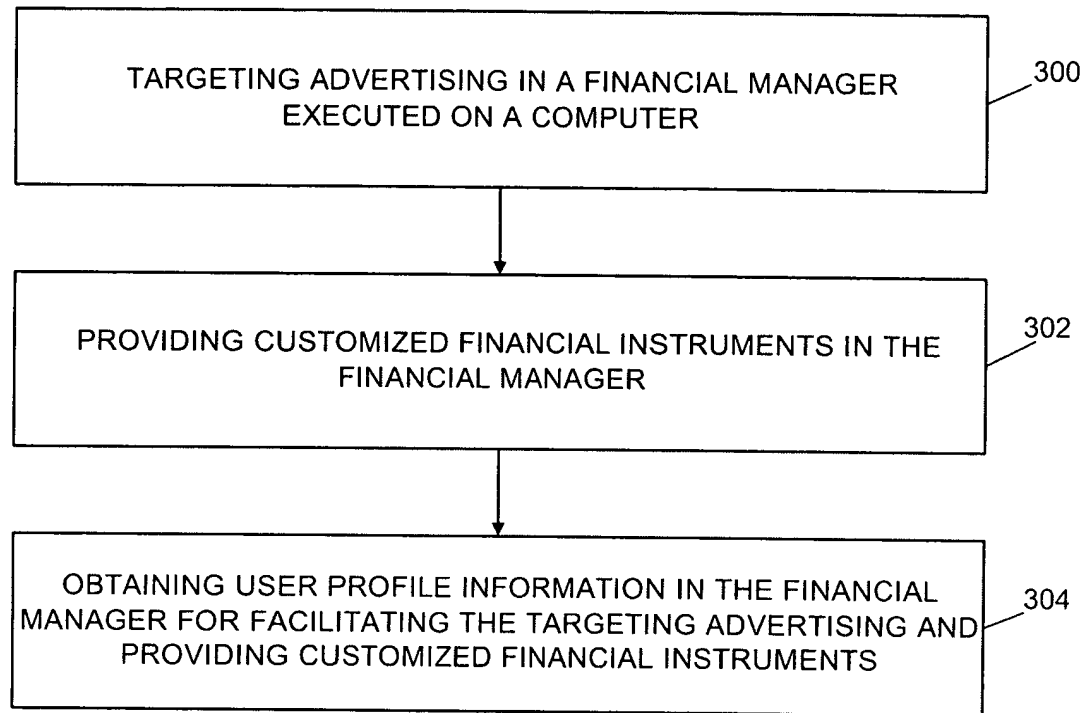


Figure 3

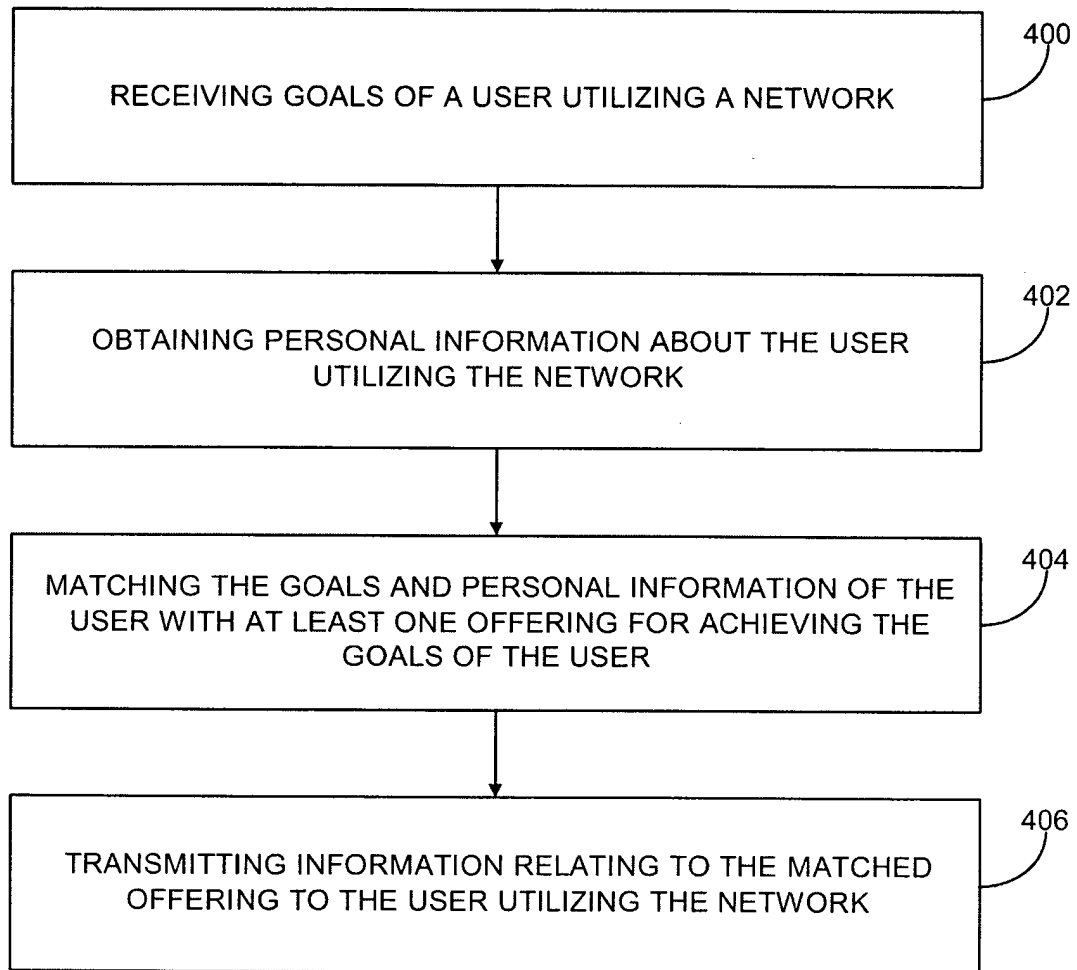


Figure 4

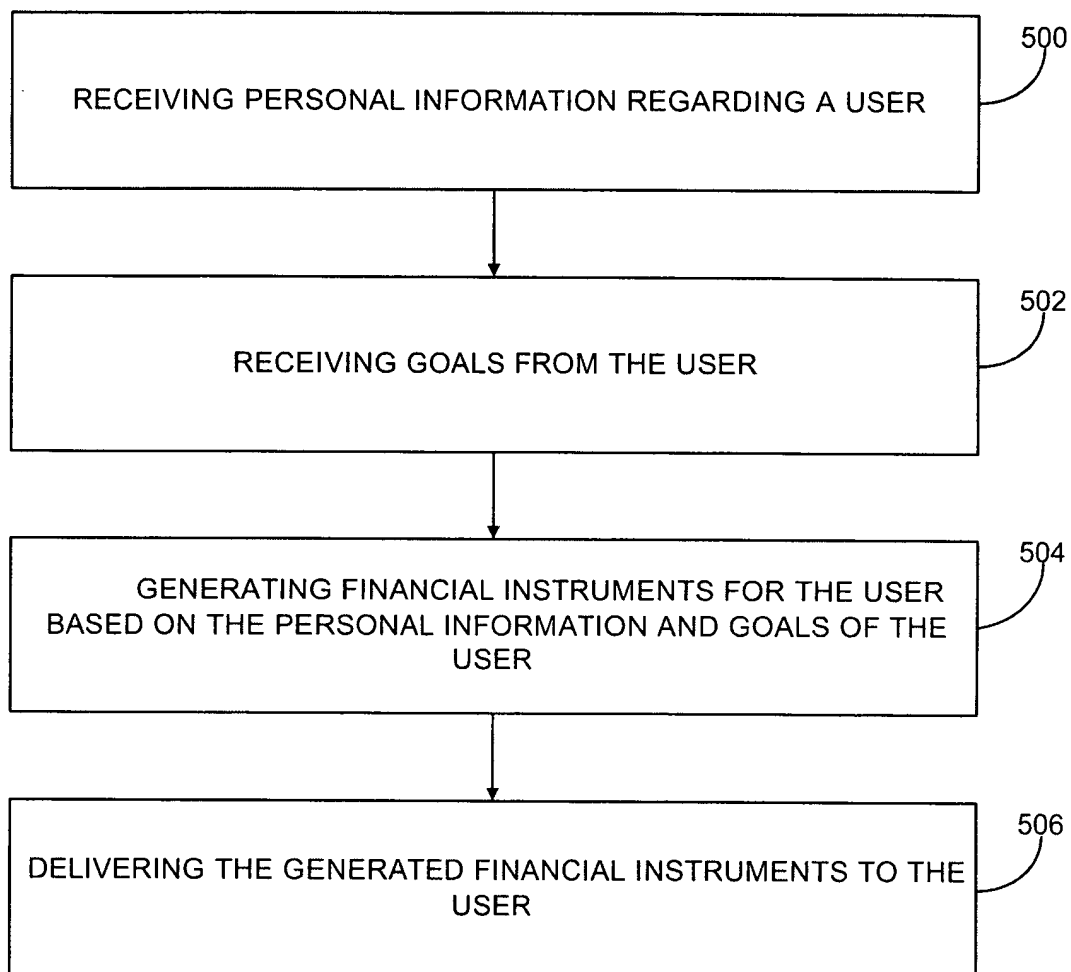


Figure 5

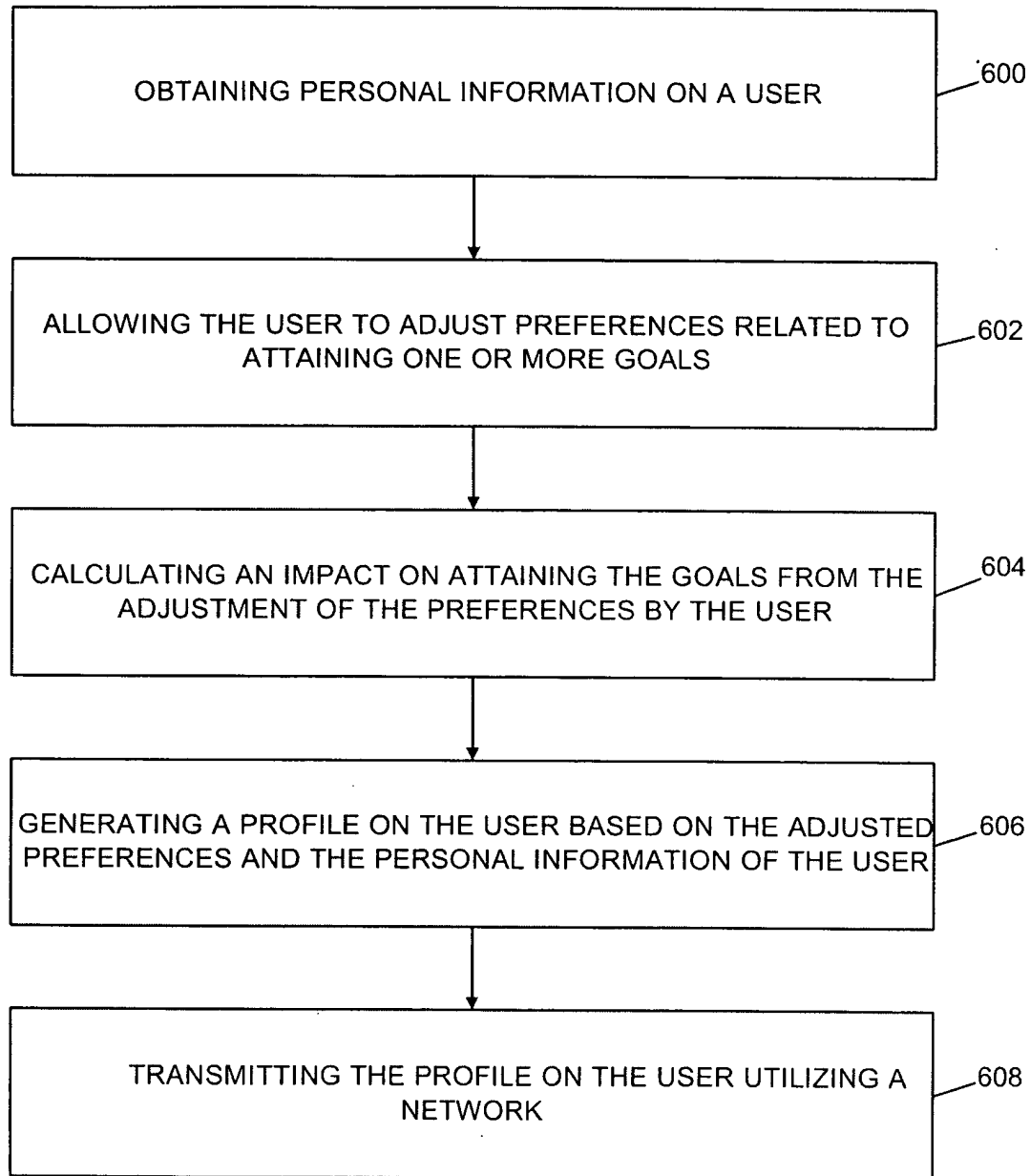


Figure 6

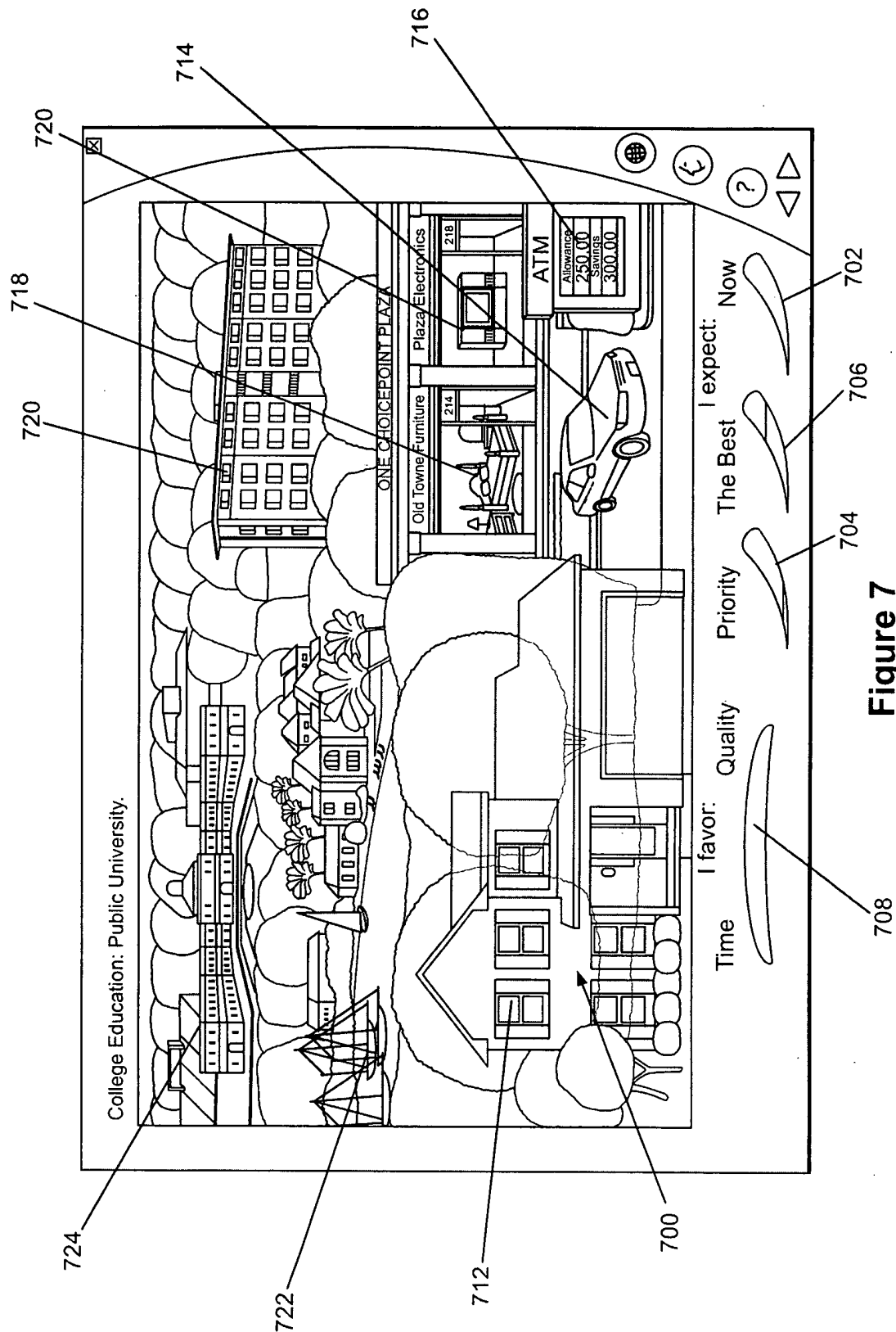


Figure 7

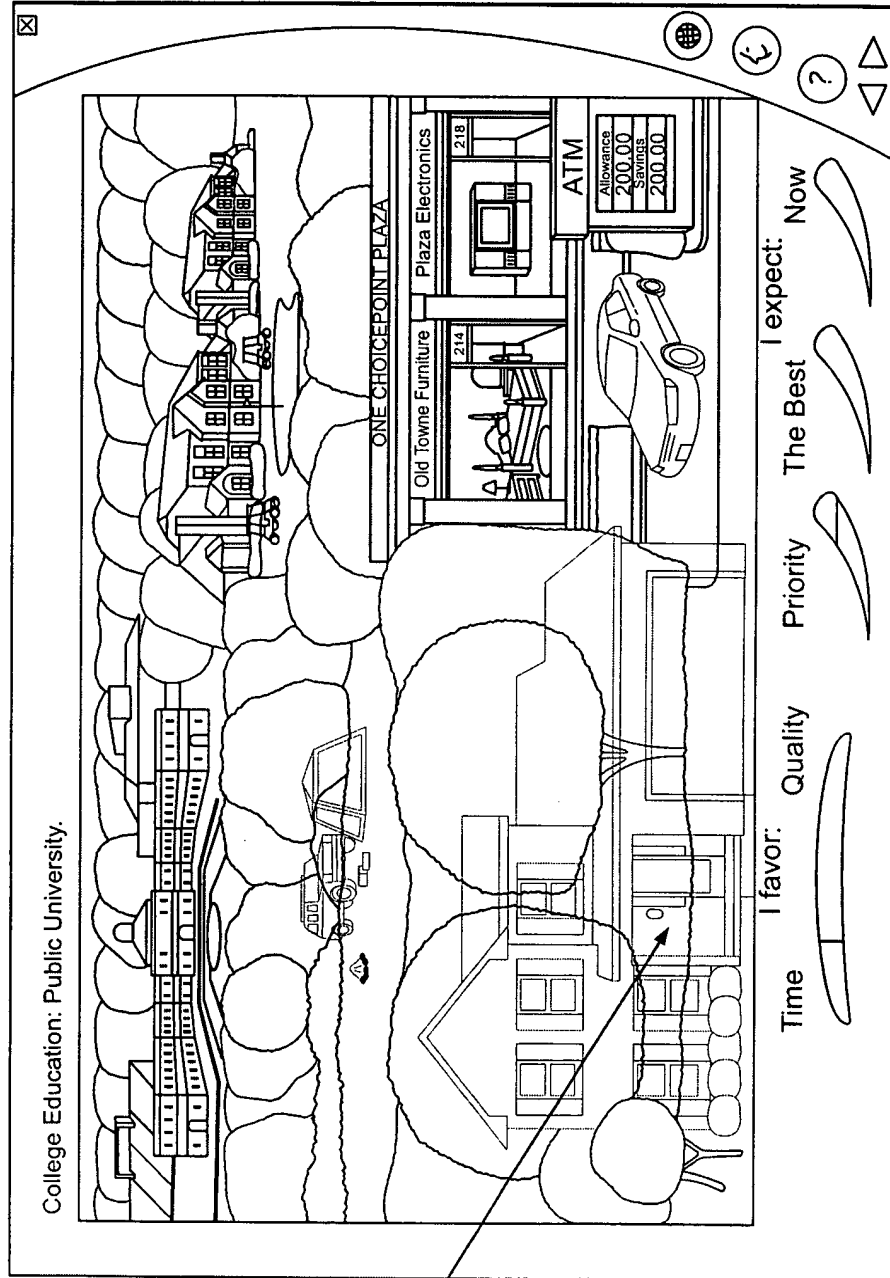


Figure 8

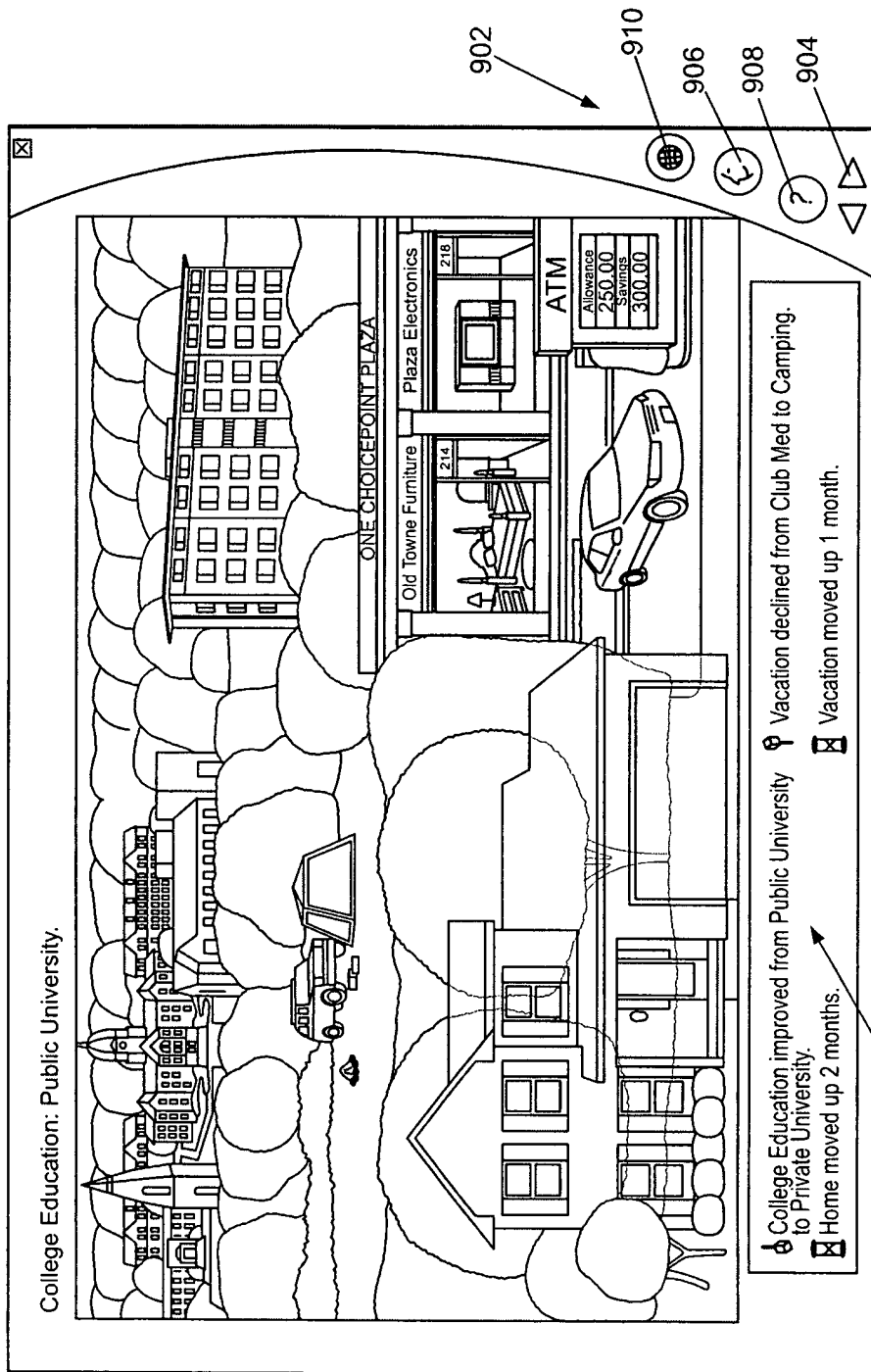


Figure 9

1000

Financial Assumptions

Current Salary: 70000.00 1002

Expected Rate of Increase: 5% 1004

Rate of Return on Savings: 8% 1006

Risk Tolerance: Medium 1008

Calculation Date: 1999 1010

Expected Inflation Rates: 1012

College Education:	8%
Toys:	1%
Allowance:	3%
Retirement:	6%
Savings:	3%
Furniture:	2%
Home:	8%
Automobile:	6%
Vacation:	4%

1014

Figure 10

1100

Personal Profile

Name

Steven Roberts

Age

31

City of Residence

Northbrook (60062)

Marital Status

Married

Housing Status

Rent

Income

\$70,000.00

Number of Children

2

Standard Profiles

Executive Suburban Family

Upscale Suburban Family

Upscale White-Collar Couple

Elite Super-Rich Family

Upscale Urban Couple

Upwardly Mobile Single

Elite Urban Single

Bohemian Single

Ethnically Mixed Urban Single

College Town Single

Select the profile that most closely matches your lifestyle.

Figure 11

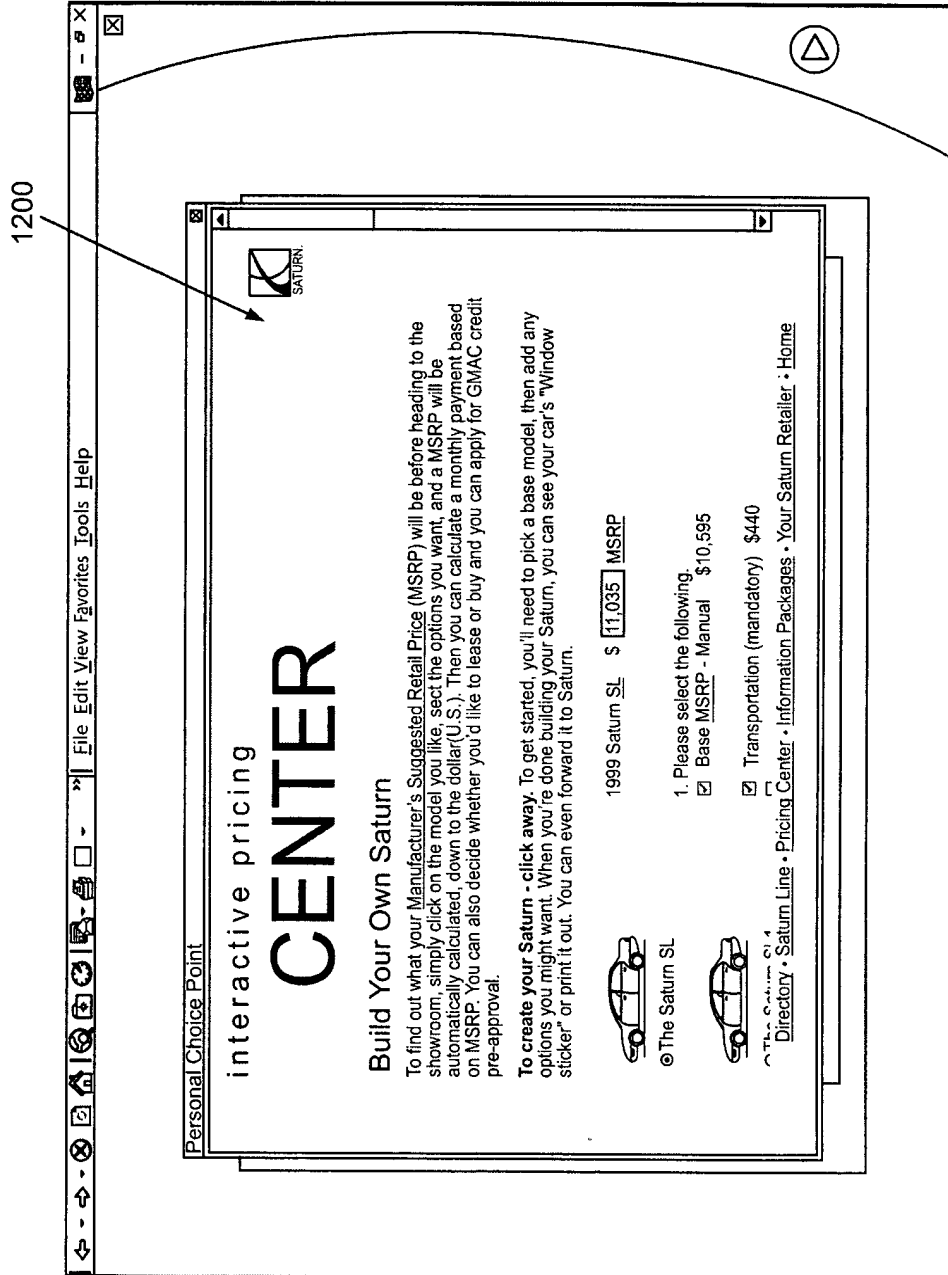


Figure 12

1202

Personal Choice Point

(This MSRP does not include retailer installation charges.)

☒ Armrest \$99

☐ Block Heater \$53

☐ Convenience Net \$58

☒ Drivers Side Vanity Mirror \$9

☐ Front End Cover \$130

☐ Car Cover \$196

☒ Security System \$205

☒ Touch Up Paint \$4

☐ CD Charger \$520

☐ Removable Roof Rack \$200

☐ Fork Bike Attachment \$60

☐ Upright Bike Attachment \$90

☐ 4 pr. Ski/Snowboard Attachment \$100

☐ Front Wheel Holder \$31

☐ Cable Lock \$21

☐ Splash Guards (front) \$30

☐ Splash Guards (rear) \$29

☐ All-Season Rubber Floor Mats (front) \$40

☐ All-Season Rubber Floor Mats (rear) \$30

See your window sticker

Erase and start over

Directory • Saturn Line • Pricing Center • Information Packages • Your Saturn Retailer • Home

Figure 12A

Replacement Sheet

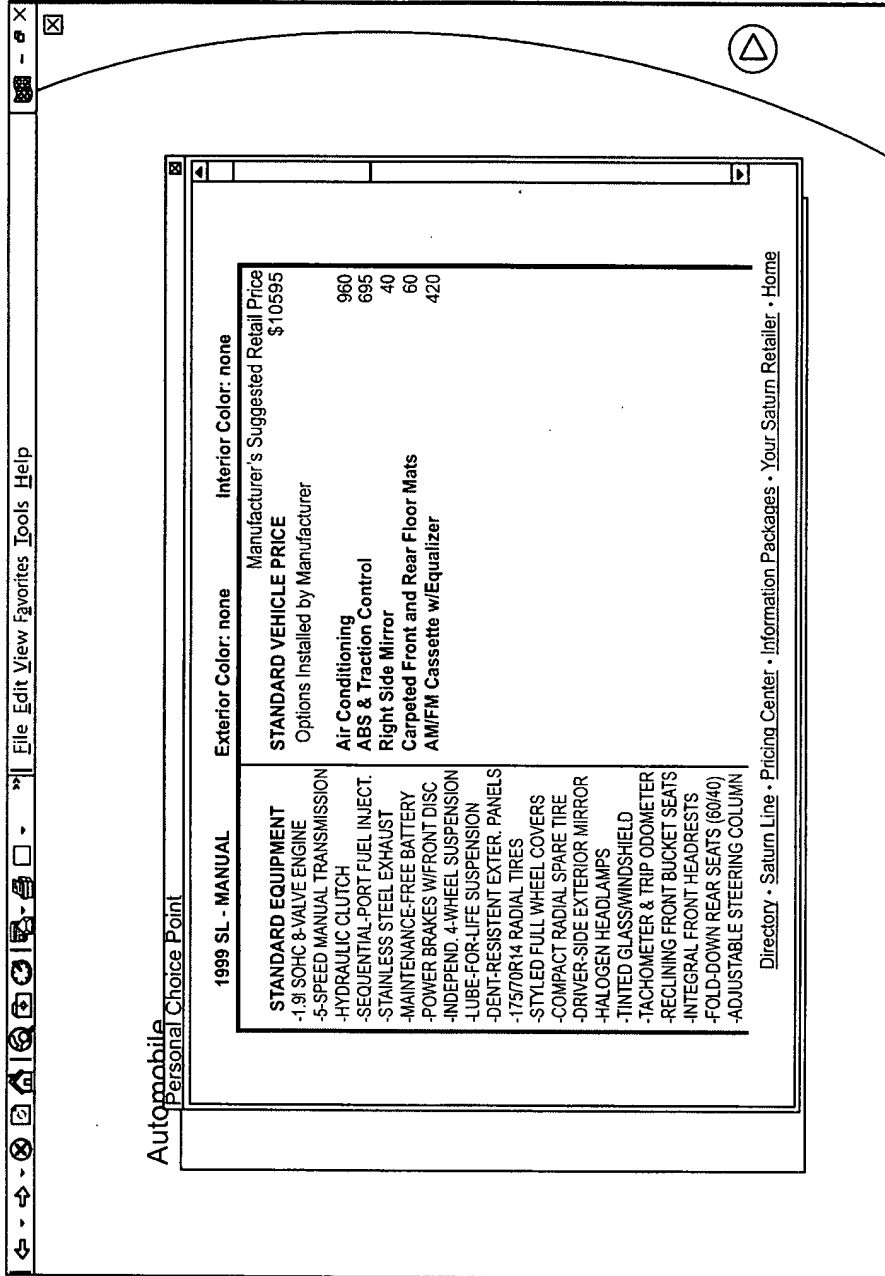


Figure 12B

1206

Automobile

1208

Option Range

1204

Toyota Camry

BMW 540i

Saturn

1222

Add

Delete

1224

Option Desirability

1214

Costs

1210

Insurance \$770/Yr

Gasoline \$220/Yr

Maintenance \$400/Yr

Oil Changes \$140/Yr

Car Washes \$120/Yr

Preferred Replacement Schedule:

1212

5

Years

1216

Preferred Insurance Provider:

Allstate

1218

Preferred Options

Air Conditioning (\$960), ABS & Traction Control (\$695), Right-Side Mirror (\$40), Carpeted Front and Rear Floor Mats (\$60), AM/FM Cassette w/Equalizer (\$420), Armrest (\$99), Block Heater (\$53), Convenience Net (\$58), Driver's Side Vanity Mirror (\$9), Front End Cover (\$130), Car Cover (\$196), Security System (\$205), CD Charger

1220

Figure 12C

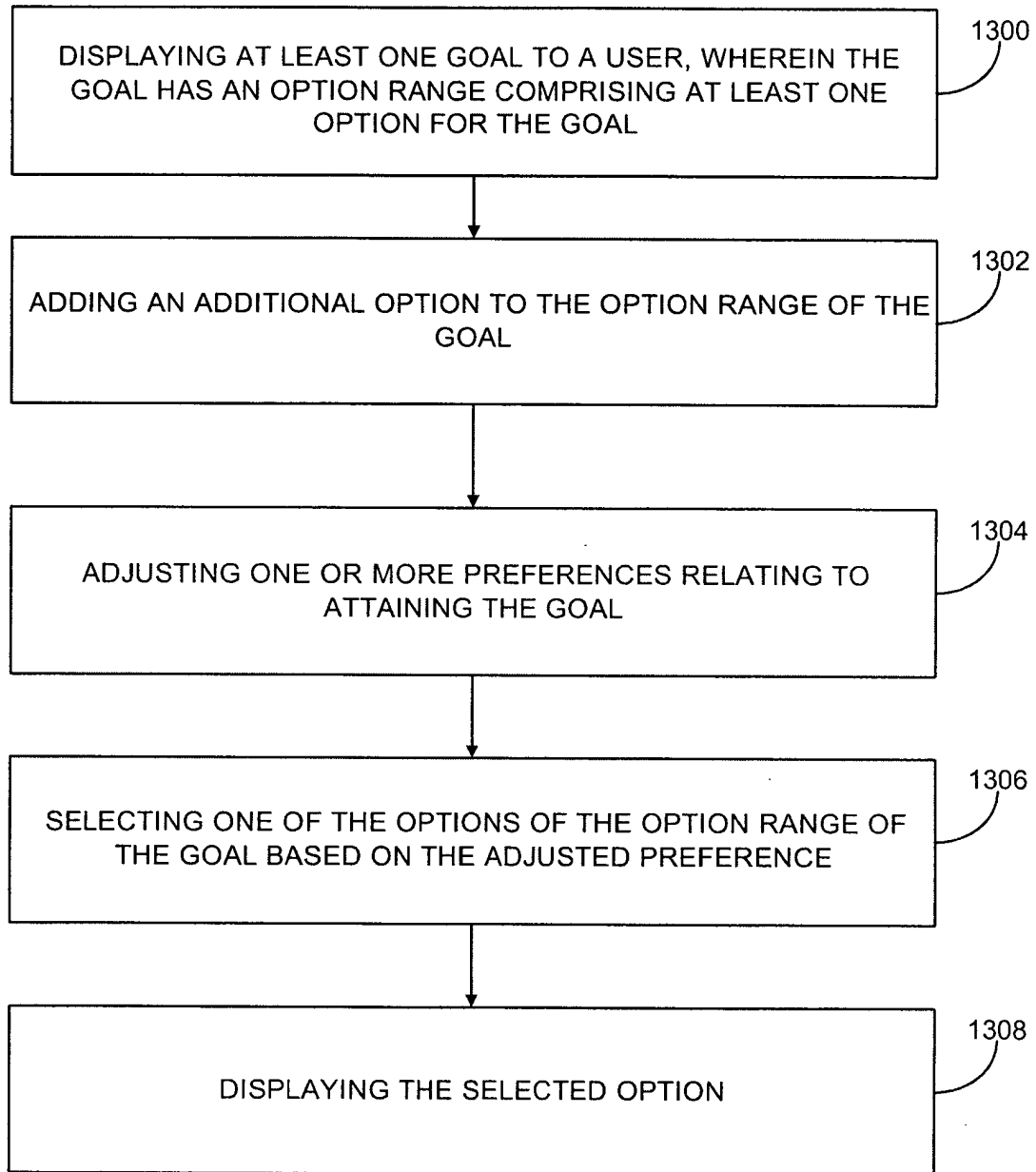


Figure 13

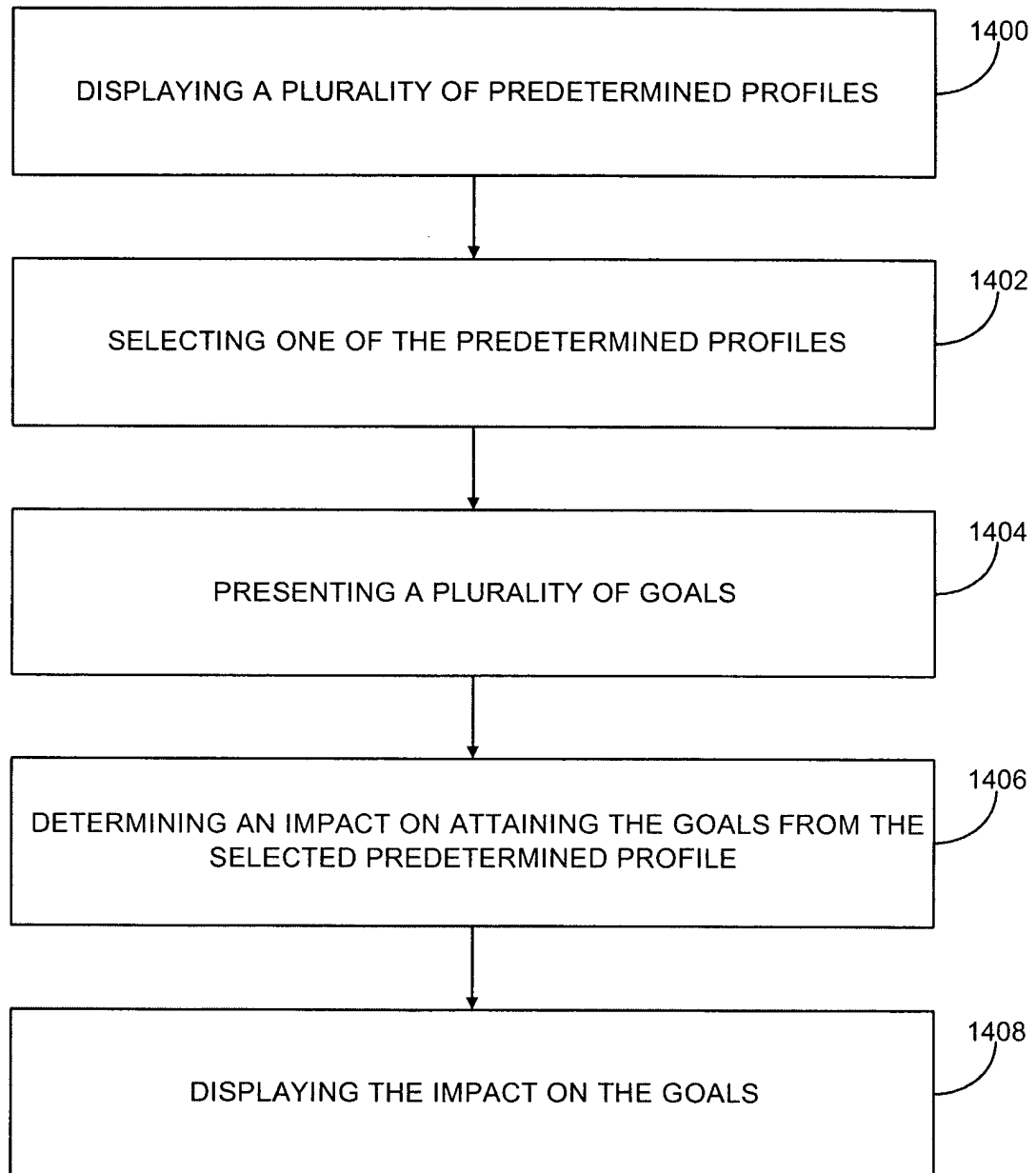


Figure 14